

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Precision Contract Manufacturing

Vermont Manufacturing Extension Center

Precision Contract Manufacturing & Image-Tek Thrives Following Acquisition

Client Profile:

Precision Contract Manufacturing (PCM) is a manufacturer of printed and soldered circuit boards, cables and other assemblies used by their customers in the manufacture of original equipment. PCM merged with Image-Tek, the former hardware division of Imtec, a company specializing in the print and apply business, in March 2002. Located in Springfield, Virginia, the company employs 72 people.

Situation:

The acquisition/merger of PCM and Image-Tek brought many opportunities and hurdles to the new organization. Recognizing this, Mike Hathaway, PCM Image-Tek CEO, engaged with the Vermont Manufacturing Extension Center (VMEC), a NIST MEP network affiliate, to support the integration of the front-end operations for their multiple divisions.

Solution:

VMEC began with an administrative Value Stream Mapping, analyzing the flow of material and information through sales, engineering, purchasing and finance. The first step was to document the current state of information flow. This involved a short group meeting of 6 to 8 participants, and then a series of interviews throughout the information chain. At the end of this, a current state Value Stream Map was created. Step two was to develop the future state map by defining what the information flow can look like in six months. Waste was identified and plans developed to eliminate waste and work-in-process inventory. The PCM Image-Tek team worked with VMEC to implement the changes identified in the future state map.

Results:

- * Saved over \$50,000 in labor.
- * Invested in new equipment, staff development and information systems.
- * Hired 5 new team members.
- * Increased sales by 40 percent.
- * Established performance metrics.
- * Expanded into new markets and added new customers.

Testimonial:

"PCM Image-Tek will continue to tap the resources and expertise offered by VMEC and its team. As our business expands and changes we will continue to count on VMEC to help us see the forest from the trees and help us make the right decisions."

Mike Hathaway, CEO

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